



Video Conferencing Products and Services
Executive Summary

Lead Agency: Region 4 Education Service Center **Solicitation:** 18-03
RFP Issued: November 7, 2017 **Pre-Proposal Date:** N/A
Response Due Date: December 21, 2017 **Proposals Received:** 4
Awarded to: RPS Holdings, Inc.

Region 4 Education Service Center issued RFP 18-03 on November 7, 2017, to establish a national cooperative contract for Video Conferencing Products and Services.

The solicitation included cooperative purchasing language in Section A. Introduction, I. Background and Region 4 Education Service Center. It states:

“Region 4 Education Service Center (“Region 4 ESC” herein “Lead Public Agency”) on behalf of itself and all state, local governments, school districts, and higher education institutions in the United States of America, and other governmental agencies and non-profit organizations (herein “Participating Agencies”) solicits proposal from qualified Offerors to enter into a Vendor Contract (“Contract”) for the goods or services solicited in this proposal.”

“Contracts are approved and awarded by a single governmental entity, Region 4 ESC, and are only available for use and benefit of all entities complying with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities). These types of contracts are commonly referred to as being “piggybackable.”

“Region 4 ESC’s purchasing cooperative was established in 1997 to increase their economic and operational efficiency. The purchasing cooperative has since evolved into a National Cooperative used to assist other government and public entities increase their economical and operational efficiency when procuring goods and services.”

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 website
- National IPA website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On December 21, 2017 proposals were received from the following offerors:

- Audio Visual Technologies Group, Inc.
- CourtCall, LLC
- RPS Holding, Inc.
- SHI Government Solutions

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with RPS Holdings, Inc. and proceeding with contract award upon successful completion of negotiations.

Region 4 ESC, National IPA and RPS Holdings, Inc. successfully negotiated a contract and the Region 4 Board of Directors executed the agreement with a contract effective date of May 1, 2017.

Available in all states except for New Jersey

Contract Highlights:

- HUB and M/WBE for the State of Texas
- Ability to adapt to customer needs expeditiously
- Represent a broad range of Unified Communications, i.e. Cisco and Polycom
- Custom website for complete contract offering
- Customer service 7am to 6pm CST

Contract includes:

- Video, Audio and Audio-Visual Products
- Projects for AV – UC Integration include:
 - a. Project Design
 - b. Project Engineer
 - c. Project Manager
 - d. Job Supervisor
 - e. Technicians for Installation, Service and Assembly
- Maintenance & Support
- Training

Term:

Initial three-year agreement from May 1, 2017 through April 30, 2020 with the option to renew for two (2) additional one-year periods through April 30, 2022.

Pricing/Discount:

Discount range between 10-30 % off MSRP

National IPA Web Landing Pages:

<http://www.nationalipa.org/Vendors/Pages/RPSHoldingsInc.aspx>